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HOUGHTON MIFFLIN
Vocabulary Readers

STARTING a Business

by Susan M. Bauer



Number of Words: 596

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STARTING a Business



by Susan M. Bauer



Strategy Focus

Before you read, look at the illustrations and Key Vocabulary words and **predict** what you will learn.



HOUGHTON MIFFLIN

BOSTON

Key Vocabulary

accessible easy to get or get to

accountant someone who keeps track of money

certified officially qualified to do something

figurines small statues

humble modest

ledgers records related to money

makeshift temporary, substitute

meticulous extremely careful and exact

relegated put in a less important place

trinkets small items of little value

Word Teaser

If you're not too proud to stumble
You'll succeed because you're _____.

Do you think you need lots of money to start your own business? Think again!

If you have a great idea and a plan, you might just be the next teen “trep.” That’s short for entrepreneur (ON-tr-pr-NYOOR).

Successful teen treps start amazing businesses every day.



Elise and Evan Macmillan: Making Chocolate

Would you like to eat Brown Cows, Pigs in Mud, or Pecan Turtles? These are some of the yummy chocolate treats that Elise Macmillan and her brother Evan sell through their candy company.

Elise began making chocolate candies with her grandmother when she was a little girl. At age 13, she and her brother started selling the candy.

**Many candy makers make figurines out of chocolate.
These frog figurines are unusual.**



Business quickly grew. Soon Elise and Evan needed an **accountant** to keep track of the money they were earning. Today, their company makes more than one million dollars a year!

Their goodies are easily **accessible** on their website and in stores. They sell everything from chocolate cows that look like **figurines** to something called Mint Sheep Munch.

An accountant



Stacey Hillman: Protecting Police Dogs

Stacey Hillman started her business at age 10. She didn't plan to make money. She wanted to help police dogs. Stacey knew that police dogs save lives just as police officers do. Often police dogs go into dangerous situations. Some dogs wear makeshift vests to protect them. These vests are made by the police departments. They don't always give enough protection. But real protective vests cost a lot of money.



So Stacy started a company called Pennies to Protect Police Dogs. It raises money to buy vests for police dogs. Her company is **certified** as a nonprofit business. That means she doesn't earn any money from it. Every penny goes toward buying more vests.

Stacey's **humble** efforts have paid off. The company has raised more than \$140,000 and bought 180 vests. That's a lot of protected police dogs!



Imani Scott: Creating Jewelry

In Pennsylvania, Imani Scott is president of her own company. She began her business when she was in the sixth grade. She sells African jewelry, scarves, purses, and hair clips.

Creating jewelry, **trinkets**, and other small fashion items is only part of running her business. Imani also orders supplies and keeps **meticulous**, careful records. In the past, people wrote business records in **ledgers**. Today, Imani uses a computer.

A calculator and a page from a ledger



Imani talks to youth groups about how they can follow their dreams. She has big dreams for her own future, too. She'd like to own a hotel and sell her own products at the hotel gift shop.



Mike Stahl and Ephren Taylor: Finding Work for Teens

Years ago, Mike Stahl and his best friend, Ephren Taylor, were at a job fair. They heard other teenagers complain that they couldn't find jobs. They also heard business owners complain that they couldn't find teens to hire.



Mike and Ephren came up with a great idea. They decided to help businesses and teens find each other. Their service is called GoFerretGo. Businesses pay Mike and Ephren to find teens to work for them. Teens are delighted with the service. Many of them were once **relegated** to the bottom of the job pool. So far, more than 13,000 teens have signed up at the GoFerretGo website.



You Could Be in Business, Too

Do you think you have what it takes to go into business? Maybe you like to help other people. Or perhaps you like to find new uses for things.



There is no secret to starting a successful business. It takes hard work and a willingness to learn. Most of all, it takes one good idea that you believe in.



Responding

Putting Words to Work

1. What would **meticulous** handwriting look like?
2. What kinds of **trinkets** might you find in a toy store?
3. What kinds of problems might an **accountant** help a teen business owner solve?
4. If you were a **certified** lifeguard, would you be qualified? Explain your answer.
5. **PARTNER ACTIVITY:** Think of a word you learned in the text. Explain its meaning to your partner and give an example.

Answer to Word Teaser

humble

Word Builder

Imagine you got stranded on a tropical island. Could you learn to survive? Copy this chart. Think of some **makeshift** items you could build. Then list the materials you would use to make them.

Makeshift Item	How to Make It
hammer	stone, wood

Write About It

Write a paragraph describing how you would survive alone on an island. What items would you make? How would you make them? Use words from your Word Builder chart in your paragraph.

Key Vocabulary

accessible
accountant
certified
figurines
humble
ledgers
makeshift
meticulous
relegated
trinkets

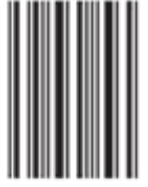
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